NCMA HOT TOPICS

PRICING COMMUNITY OF PRACTICE

AND OTHER PRICING TIDBITS

Ms. Cecelia M. Benford

Pricing Community of Practice (CoP)

- The Pricing CoP initiative was the result of approval of a SAF/AQC research proposal, submitted by AFMC/PKP, with $50K funding
- AFMC/PKP is the designated Knowledge Owner because of role of pricing/cost analyst support to SAF/AQC
- The Pricing CoP is also tracked as a Contracting Strategy Council issue
- Pricing Steering Group participated in two intensive working group sessions and established following goals
  - Determine products and services, challenges and how to overcome them, barriers and enablers for pricing community success
  - Agreed that mission is to provide the 80% solution for meeting pricing needs
  - Ensure Pricing CoP does not duplicate AFFARS site

What is the Air Force Pricing CoP ?

- The CoP represents a group of contracting people connected to each other by a need to solve contracting business problems, sharpen pricing skills by sharing common pricing practices and experiences.
- Each MAJCOM was solicited for participation and input.
  - The continuing goal is to be an operational Air Force utilizing consistent pricing skills
- The CoP was deployed at the end of the day on

  30 September 05
  - Email sent to all MAJCOM contracting personnel
  - Feedback has been very supportive

CoP Offers Strategic Gains

- Provides common tools and processes to ensure repeatable successes
- Captures critical knowledge
- Historical data becomes useful information
- Encourages organizations to challenge workforce
- Provides another way to share information

WIIFM: What's In It For Me?

- Integrated access to information from multiple sources means:
  - Collaboration through Wisdom Exchange and Discussion Forums
    - Everyone benefits
  - One stop pricing shop environment – number one desire
- Mitigates program risk
- Helps bridge PCS transitions
- Easy to use
  - Air Force Portal Login not required
  - No need to surf different web sites

What is the future for the Air Force Pricing CoP?

- A CLAW Proposal was submitted and approved for FY06, in the amount of $35K
  - Phase Two is to address concern of continual drain from ‘graybeards’ leaving the contracting workforce
  - Steering Group will be engaged in monitoring CoP and marketing efforts which will include training
  - Enhancements will be added where possible
- Share the word with other contracting staff
  - To provide knowledge in all pricing areas
  - To be subject matter experts
  - To keep material up to date, to collaborate on pressing issues
- To monitor progress of contracting personnel in usage of tools and knowledge or experience gained

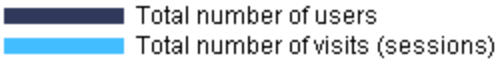
Back to Metrics

Total Users/Sessions for Pricing Community of Practice
10/1/2005 - 10/31/2005

This report graphs the number of users and the number of visits (sessions) to the Pricing Community of Practice Workspace from 10/1/2005 to 10/31/2005.

(For best results, print this report in landscape mode.)

Date	Number of Users and Number of Visits
October, 2005	1,058
	1,768



For best results, print this report in landscape mode.

"If you would thoroughly know anything, teach it to others."

Support: Jerry Siders, Neil Reinsmoen, Dick Ennis
AFMC/A9BK DSN: 986-2356/Comm: 937-656-2356
Last Modified on Monday, March 21, 2005 v10.0

Top of Page

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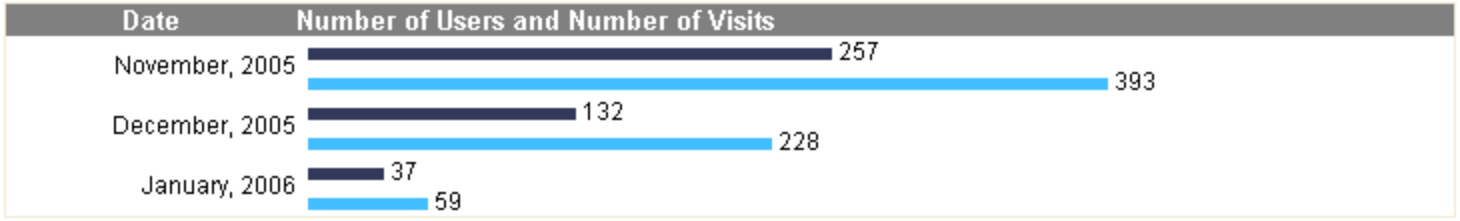
Total Users/Sessions for Pricing Community of Practice
11/1/2005 - 1/31/2006

This report graphs the number of users and the number of visits (sessions) to the Pricing Community of Practice Workspace from 11/1/2005 to 1/31/2006.

(For best results, print this report in landscape mode.)



For best results, print this report in landscape mode.

"Knowledge increases in proportion to its use,
that is, the more we teach the more we learn."

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PRICING COP DEMO

Pricing Community of Practice

This Pricing CoP will help you provide expeditionary, agile, innovativ...

RELATED SITES

- Bureau of Labor Statistics
- DCAA
- DoD Pricing/Policy Sites »
- Global Insight
- GSA
- Treasury Rate Info/WGL Login »
- WIFCON

RESOURCES

- DAU CLC - Browse for Pricing
- DAU Training Courses
- DoD Pricing Guides

AIR FORCE SITES

- AAC Pricing
- ACC Contracting Page
- AFMC Pricing Areas
- FARSITE
- SAF/AQC
- 311th Human Sys Wing

Welcome to the Pricing Community of Practice!

If you're hungry for Pricing knowledge, check out the Pricing Menu for a smorgasbord of valuable resources!! This Pricing CoP is an open forum whose purpose is to provide a web-based collaborative environment with the goal of improving the quality of Pricing products and services. CoP Members benefit from centralized access to Pricing resources, timely expertise and advice, and the opportunity to contribute to furthering the goals of the Pricing Community.

All CoP Members are encouraged to submit information via their MAJCOM representative located on the right side of this page under Collaborate! and the CoP Members Link.

All Samples, Guides, Tools, and Training are Included with the Appropriate Pricing Area.

Pricing Menu

- 01 Acquisition Strategy
- 02 Contract Type
- 03 Contract Financing
- 04 Proposal Prep
- 05 Source Selection
- 06 Commercial/Catalog
- 07 Price Analysis
- 08 Cost Analysis
- 09 Profit/Fee Analysis
- 10 Documentation
- 11 Other Pricing Support
- 12 Court Rulings/Audits
- 13 Reporting Reqmnts
- 14 Current News

Discussion Forums

- How do I....?
- Lessons Learned
- Pricing Issues

<<< January 2006 >>>

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	1	2	3	4

COLLABORATE!

- CoP Mailing List
- CoP Members
- FAQs
- Contact Pricing Rep

COP TRAINING

- Admin & Working Group Folders
- CoP Admin & User Guides

KNOWLEDGE NUGGETS

- FAR Parts 12/15/OTA Comparison
- Review Math Principles

TRAINING

- 88 CONS Contingency Contg
- ASC/PK Schoolhouse
- Pricing Training Opportunities

Pricing News You Can Use

- **DFARS Transformation Initiative**
  - **See Procedures, Guidance, and Information for Updates at http://www.acq.osd.mil/dpap/dars/pgi**
- **Global Insight Pricing Indices**
- **Air Force Pricing Conference (15-16 Feb)**

Global Insight Pricing and Purchasing Service

Commodity and Labor Inflation Rate Forecasts by Industry

- Average Hourly Earnings (AHE)
- Employment Cost Indexes (ECI)
- Producer Price Indexes (PPI)
- Consumer Price Indexes (CPI)
- Average Annual Wages
- International, National, and Regional Coverage

Pricing and Purchasing Service Components

- **Forecast Tables in Excel**
  - All international, national, and regional price and wage indicators, with complete history and forecast observations, are available in downloadable Excel workbooks
- **E-Mail Alert System**
  - Setup individual website account profile to have an e-mail pushed to user automatically when forecasts are updated
- **Webcasts**
  - Outlook presentations via streaming audio and phone. PowerPoint presentation. Missed webcast? View and listen via Playback
- **Available via Global Insight website**
  - Individual account with username and password required
- **Technical Support**
  - Client Resource Center, Research Analysts, Account Management

Pricing and Purchasing Service Utilization

- **Provides detailed commodity pricing and wage information that helps procurement and contracting professionals more effectively identify and negotiate forward pricing contracts**
- **Combines critical data, forecasts, and in-depth analysis into a comprehensive outlook for more than 750 global commodity prices and wages**
- **Unique in its scope and detail, this service offers more accurate cost escalation than broad inflation indicators or forecasts of historical trends. It provides a reliable basis for improved cost planning, analysis, and savings over the life of a contract**
- **Distributed via website (HTML, PDF, Excel), webcasts, e-mail; conferences, meetings, and access to research staff**

Sources Of Information

- **GAO Report: Defense Acquisitions – DoD Has Paid Billions in Award and Incentive Fees Regardless of Acquisition Outcomes, Dec 2005**
- **OSD-AT&L – Incentive Stategies for Defense Acquisitions**
- **AFMC/PK – Pricing and Programs**
- **ASC/PKF – Pricing**
- **AFSPC/SMC**
- **ESC/PKX**